



Peter C. Hildreth
Bank Commissioner
Robert A. Fleury
Deputy Bank Commissioner

State of New Hampshire

Banking Department

64B Old Suncook Rd
Concord, NH 03301

Telephone: (603) 271-3561
Fax: (603) 271-0750
Licensing: (603) 271-8675
www.state.nh.gov/banking

SALES FINANCE COMPANY FORM 361-A-AR

NH ANNUAL REPORT - GENERAL INSTRUCTIONS

1. Information provided in this form is aggregated and an analysis is published by the New Hampshire Bank Commissioner in his Annual Report to the Governor and Executive Council. The accuracy of the information is also important because it will be used by the New Hampshire Banking Department ("the department") if assessment calculations are needed.
2. All Sales Finance Companies licensed in accordance with NH RSA 361-A during any period of time during the preceding calendar year must complete and file this report with the department on or before February 1st of the ensuing year. Since February 1st falls on a Sunday, all annual reports for calendar year 2003 must be received by the department on or before Monday, February 2, 2004.
3. All items on the form must be completed; do not leave any blanks. Reports with blanks are incomplete and will be deemed as "not filed" for purposes of any penalty. If an item is not applicable to business conducted by the licensee, enter "N/A", "none", "O", or "zero".
4. Work papers used to calculate and compile the information required by this form must be retained and made available when the licensee is examined by the department.
5. This report must be filed if a license was held for a portion of the reporting year and must be filed even if no loans were made or purchased. The originally signed and notarized report must be physically delivered to the department; we cannot accept fax transmissions of reports. Failure to file the annual report or late filing of the annual report results in a statutory penalty of \$25 per day for each day the report is overdue.
6. No fee is required to file this annual report.
7. Information in this report must be provided for the total amount of sales finance company business conducted by the licensee in all jurisdictions as well as the total amount of New Hampshire ("NH") sales finance company business conducted by the licensee during calendar year 2003. Amounts reported for NH loans should include all loans made in NH and/or all loans made to NH retail buyers who reside in NH.
8. The form requests a list of all offices located outside of NH where NH loans are made. We already have current information on the principal office and on all NH branch offices, so this section of the form is seeking to identify locations where NH loans are made, purchased or assigned that are located outside NH and therefore are not required to be licensed.
9. The form requests information as to the total number of employees of the licensee at year end. Include all employees of the licensee, wherever they are located and no matter what function or in what capacity they serve. The second part of the question seeks information about employees who work in NH.
10. Information about loans and repossessions should be provided for the calendar year 2003. Information about the company, its address, locations, officers, owners, number of employees should be provided as of December 31, 2003.
11. Include each loan or lease transaction done by the company during 2003 only once on this form. For each loan or lease, first select whether the transaction was a loan or a lease, and then select whether each transaction was direct (funded by the licensee) or indirect (purchased from another company by the licensee), regardless of whether the loan was subsequently sold.
12. Gross revenue figures should reflect the aggregate of all income earned by the licensee for sales finance transactions before expenses.

SALES FINANCE COMPANY
2003 NH ANNUAL REPORT FORM 361-A-AR
Reporting Period: January 1, 2003 through December 31, 2003

1. Legal name of licensee: _____

2. Trade Name (if applicable): _____

3. Licensee's federal tax ID number: _____ 2003 NH principal office license number: _____

4. Contact person for this report (President, Chief Executive Officer, Senior Partner of Licensee):

Name: _____ Title: _____

5. Principal place of business of the licensee:

(Street) (City) (State) (Zip)

6. Mailing address, if different: _____
(Street or PO Box) (City) (State) (Zip)

7. Communications: _____
(Tel. no.) (Fax no.) (Cell) (E-mail Address)

8. If the licensee does not have an office located in NH, a person located within the State of New Hampshire must be designated as the NH Agent (department examinations will be conducted at this location):

Name of Agent: _____ Telephone: _____

Complete street address of NH Agent :

(Please provide a NH business address)

Mailing Address of Agent: _____

9. Total number of employees of licensee in all jurisdictions: _____ Number of employees located in NH: _____

10. List all locations of the licensee that are located outside of NH that conduct NH sales finance company business (attach an additional sheet if necessary).

Street Address	City/Town	State	Manager	Telephone

11. List all principal shareholders (10% or more) and title held, senior officers and directors, partners, trustees and members (attach an additional sheet if necessary).

Name	Owner (include % of ownership), Officer, Director, Manager, Member, Trustee (indicate which)	Business Address	Residential Address

12. SCHEDULE A: MOTOR VEHICLE LOANS AND LEASES FUNDED, PURCHASED OR ASSIGNED DURING 2003

Category	ALL JURISDICTIONS			NH ONLY		
	Total Number of Loans or Leases in all Jurisdictions	Total Dollar Amount of Loans or Leases in all Jurisdictions	Total Gross Revenue Earned From all Loans or Leases in all Jurisdictions	Total Number of Loans or Leases in NH	Total Dollar Amount of Loans or Leases in NH	Total Gross Revenue Earned From all NH Loans or Leases
Loans funded (installment contracts, direct loans) by the Licensee		\$	\$		\$	\$
Leases funded (lease contracts, direct loans) by the Licensee		\$	\$		\$	\$
Loans purchased by or assigned to the Licensee (indirect loans)		\$	\$		\$	\$
Leases purchased by or assigned to the Licensee (indirect loans)		\$	\$		\$	\$
Totals		\$	\$		\$	\$

13. Does the licensee service NH loans? Yes ☐ No ☐ If "Yes", enter the number of NH automobile repossessions for reporting period: _____

AFFIRMATION

The information provided in this report reflects the total amount of sales finance company business conducted by the licensee in all jurisdictions and the total amount of sales finance company business related to NH loans and leases conducted by the licensee in all its business locations.

I subscribe and affirm, under penalty of perjury, that the statements made in this report have been examined by me and to the best of my knowledge and belief are true, correct and complete, and that I am duly authorized to execute this affirmation. I understand that any misrepresentation made to the banking department may result in denial or revocation of the license to which this form relates.

I acknowledge on behalf of the licensee that the licensee will retain work papers and other documents used in the preparation of this report and that the licensee will make such records available to the department upon request or examination.

Date _____

For _____
(Print or type the licensee's name)

By _____
(Print or type name of the authorized signatory)

Signature _____

Title _____

CORPORATE ACKNOWLEDGMENT

State or Province of _____ }
County of _____ } ss.

On this _____ day of _____, 20____ before me _____,
(Print name of Notary/Jp)

the undersigned officer, personally appeared _____
(Print name of corporate officer signing this document)
known personally to me to be the _____ of the above named corporation and
(Title of officer)

acknowledged that he or she, as an officer being authorized so to do, executed the foregoing instrument
for the purposes therein contained, by signing the name of the corporation by himself or herself as an officer.

IN WITNESS WHEREOF I have hereunto set my hand and official seal.

Notary Public/Jp Signature

(SEAL)

My Commission Expires _____
(Date)

INDIVIDUAL OR PARTNERSHIP ACKNOWLEDGMENT

State or Province of _____ }
County of _____ } ss.

On this _____ day of _____, 20____, before me, _____,
(Print name of Notary/Jp)

the undersigned officer, personally appeared _____ known to
(Print name of individual signing this document)

me personally and known to me to be the same person whose name is signed to the foregoing instrument,
and acknowledged the execution thereof for the uses and purposes therein set forth.

In WITNESS WHEREOF I have hereunto set my hand and official seal.

Notary Public/Jp Signature

(SEAL)

My Commission Expires _____
(Date)